

Message Text

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44

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03

SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 CAB-02 DODE-00

DOT-00 FAA-00 L-03 H-02 /072 W

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R 231159Z JUL 75

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 5439

INFO AMEMBASSY ABU DHABI

AMEMBASSY DOHA

AMEMBASSY JIDDDA

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY PARIS

FAA BRUSSELS

LIMITED OFFICIAL USE BEIRUT 9344

DEPARTMENT PASS COMMERCE FOR COHEN AND HALE; EXIMBANK

E.O. 11652: N/A

TAGS: BEXP, EAIR, BA

SUBJECT: GULF AIR RE-EQUIPMENT AND LINES OF DEVELOPMENT;
POSSIBLE GULF AIR-KUWAIT AIRWAYS MERGER

REF: BEIRUT 8729 (NOTAL) MANAMA 679, DOHA 0704

1. TO COUNTERACT ALLEGED SYMPATHIES BY GULF AIR
WORKING LEVEL MANAGEMENT TOWARDS ACQUIRING FIVE BAC
111-500 TWINJETS TO REPLACE AIRLINE'S PRESENT TWINJET
FLEET OF THREE BAC 111-400'S (SOON TO BE AUGMENTED BY
LEASED FOURTH BAC 111-400), RCAA MET CHAIRMAN GULF
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AIR EXECUTIVE COMMITTEE SAMI GAYED LONDON JULY 17 AND

18. ALSO DISCUSSED WERE GAYED'S ATTITUDE TOWARD
ADDITIONAL TRISTARS BEYOND FOUR NOW ON ORDER, AND
KUWAIT AIRWAYS-GULF AIR MERGER NEGOTIATIONS. SUBSTANCE
OF GAYED-DWOR MEETING FOLLOWS:

2. GULF AIR EQUIPMENT DECISION TO REPLACE BAC 111-400
TWINJETS COVERING FIVE AIRCRAFT VALUED AT \$40-\$55
MILLION DELAYED UNTIL END OF OCTOBER AT EARLIEST.
CRITICAL GULF AIR-KUWAIT AIRWAYS MEETING TO PURSUE
MERGER OF BOTH AIRLINES (DOHA 0704) SET FOR OCTOBER
21 IN DOAH TO BE FOLLOWED IMMEDIATELY BY MINISTERIAL-
LEVEL MEETING FIVE PARTICIPATING STATES. AIRLINE HAS
ACQUIRED FIFTH USED BAC VC-10 FROM BRITISH AIRWAYS.
CHAIRMAN GULF AIR EXECUTIVE COMMITTEE SAMI GAYED FAVORS
BOEING ADVANCED 727-200 TRIJET OR MCDONNELL DOUGLAS
DC-9-30 TWINJET AS GULF AIR'S BAC 111-400 REPLACEMENT;
AND ALSO FAVORS AIRLINE EXERCISING OPTIONS
FOR FOUR ADDITIONAL LOCKHEED-CALIFORNIA TRISTARS
(BEYOND FOUR NOW ON ORDER FOR DELIVERY 1976) FOR DELIVERY,
TWO IN 1977 AND TWO IN 1978, VALUED AT APPROXIMATELY
\$150-\$160 MILLION. GAYED ALSO FAVORS EARLY RETIREMENT
OF GULF AIR'S VC-10 FLEET, TIMED TO COINCIDE WITH NEW
AIRCRAFT DELIVERIES. DETAILED AIRGRAM FOLLOWS.
GODLEY

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Message Attributes

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